

7. EVALUATION OF TECHNO COMMERCIAL BID

The Techno-Commercial bid of the bidders meeting the Eligibility criteria will be evaluated as per the Quality & Cost Based Selection (QCBS) basis, which will include 80% weighted score for quality (techno-commercial bid) and 20% weighted score for the price (price bid).

Evaluation of Technical Bids - Maximum Marks - 100

The response shall be evaluated on the following criterions, with the evaluation marks against each criterion as mentioned in the table below:

A.	Experience and Capabilities in handling similar transactions as BRLMs during, 01.04.2021 – Date of Bidding		Weight (30/100)	Documents to be submitted for Evaluation
S. No.	Evaluation Criteria		Sub Marks	
1	Number of ECM transactions (QIP) handled and completed as BRLMs for domestic company (in Domestic and/or international market) (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding, of size >= ₹3000 Crore each		15	Annexure-VII
	Number of ECM transactions > 5	15		
	Number of ECM transactions 3 - 5	10		
	Number of ECM transactions 1 - 2	5		
2	Total cumulative amount raised through ECM transactions (IPO/FPO/QIP) for domestic company handled as BRLMs in Domestic and/or international market (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding		15	Annexure-VII
	Amount raised > ₹ 12000 Crore	15		
	Amount raised > ₹ 9000 Crore & =< ₹ 12000 Crore	10		
	Amount raised > ₹ 6000 Crore & =< ₹ 9000 Crore	5		
B.	Sector Expertise, Experience and Understanding of ECM		Weight (20/100)	
1	ECM transactions (IPO/FPO/QIP) (not withdrawn or pulled PRE OR POST ROADSHOW) handled and completed for BFSI/RE during 01.04.2021 – Date of Bidding		10	Annexure-VII
	Number of ECM transactions > 7	10		
	Number of ECM transactions 5 - 7	7		
	Number of ECM transactions 2 - 4	3		
2	Research publications by inhouse research analyst - covering <i>NBFCs into Financing of Renewable Energy, Energy Efficiency (EE) projects, RE project developers, into infrastructure financing / BFSI sector (Rated)</i> during 01.04.2021– Date of Bidding		10	Annexure-VIII
	More than 10	10		
	Between 5 - 10	5		

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C.	Team Strength, Manpower Commitment to the Deal		Weight (15/100)	
1	EXPERIENCE - CORE TEAM			
	Average hands- on experience of CORE TEAM (minimum 4 officials with atleast 1 end to end completed ECM transaction) in ECM		10	Annexure-IX
	Average experience > 10 years	10		
	Average experience >5 & = < 10 years	7		
	Average experience >2 & = < 5 years	4		
2	Average hands- on experience of DEAL TEAM (minimum 4 officials excluding CORE TEAM) in ECM		5	Annexure-IX
	Average experience > 10 years	5		
	Average experience >5 & = < 10 years	3		
	Average experience >2 & = < 5 years	1		
D.	Local & Global Presence		Weight (15/100)	
1	Cumulative Funds mobilized from domestic institutional investors for ECM transactions (QIP/IPO/FPO) handled as BRLMs in Domestic market (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding.		5	Annexure-X
	>₹6000 Crore	5		
	> ₹4000 - ₹6000 Crore	3		
	> ₹2000- ₹4000 Crore	1		
2	Number of countries where the bidder has - offices/ branches / tie up (collaboration) at international level outside India as on the date of bid submission		5	Annexure-XI
	More than 5 countries	5		
	3 - 5 countries	3		
	1-2 countries	1		
3	Cumulative Funds mobilized from foreign institutional investors for ECM transactions (QIP/IPO/FPO) handled as BRLMs in International market (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding.		5	Annexure-XI
	>₹ 6000 Crore	5		
	> ₹ 4000-6000 Crore	3		
	> ₹ 2000- 4000 Crore	1		

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F	Presentation		Weight (20/100)	
	<p>Profile of the organization with full particulars of the constitution, ownership and business activities of the (Bidder).</p> <p>Equity sales and distribution capacity with demonstrable capability of selling Indian QIPs in Asia and global equity market.</p> <p>Proposed Deal Team strength -Understanding the competency of the deal team.</p> <p>Mobilization commitment Optimal syndicate structure to maximize quality and quantity of demand.</p> <p>Strategy for pre-marketing.</p> <p>Proposed Road Show venues and reasons for suggesting the same and the level of BRLM representatives who will travel on the domestic and international road shows.</p> <p>Demand analysis and aspects influencing demand.</p> <p>Strategy for marketing shares and identification of target investor groups; separate strategies to be provided for domestic and global investor groups.</p> <p>Strength in lending aftermarket support, with specific reference to Indian issues managed in the past.</p> <p>Identification of key selling points for marketing the Offering.</p> <p>Details of price/valuation determination.</p> <p>Underwriting capabilities including details of capital base of the Investment Bank available to support such underwriting, record of past underwriting commitments and experience.</p> <p>Details of the underwriting commitments (including hard underwriting) which could not be met.</p> <p>Indicate realistic time schedule for launching the equity issue with breakup of all activities to be undertaken by various agencies involved in the process.</p> <p>SWOT analysis of IREDA.</p> <p>Local presence, commitment to India</p> <p>Global Presence & Distribution Capabilities</p>			

The eligible bidders would be required to demonstrate their credentials, for the proposed transaction before the Selection Committee in physical/virtual mode through a presentation. The bidders would also be required to furnish a copy of the presentation immediately thereafter through an *e-mail to projects_RE@ireda.in*.

The date, time and venue for the presentation will be intimated separately.

If any M&A (merger & acquisition) transaction has taken place in the bidding entity, in said case the credentials of the entities which have been merged/ acquired will be considered for the purpose of evaluation of PQR & Technical criteria.

Signature & Seal of Bidder and/or their Authorised Representative

21. ANNEXURE-VII - Experience and Capabilities

(Letter head of the applicant)

Experience and Capabilities in handling similar transactions as BRLMs during, 01.04.2021 – Date of Bidding

SUB: Your RFP No.01/010/2024-IREDA/ BOOK RUNNING LEAD MANAGERS dated 29-10-2024 corrigendum reference no..dated

A. Average annual turnover of the Bidder on standalone basis, as per the duly audited latest three Audited financial years (2021-22, 2022-23, 2023-24)

S. No.	Financial Years (FY)	Amount in ₹ Lakhs	Documents to be submitted
	FY 22		Unabridged Annual Reports or audited financial accounts for the latest three years eg. FY22, FY 23, FY 24
	FY 23		
	FY 24		
	Average of three years	Sum of annual turnover / No. of FY	

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B. Total cumulative amount raised through ECM transactions (IPO/FPO/QIP) for domestic company handled as BRLMs in Domestic and/or international market (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding

Particulars	Year wise	Name of the Issuer	Amount raised – (Issue Size) (₹ crore)	Date of Issue
IPO	01.04.2021- 31.03.2022	1.		
FPO		2.		
QIP				
IPO	01.04.2022- 31.03.2023			
FPO				
QIP				
IPO	01.04.2023- 31.03.2024			
FPO				
QIP				
IPO	01.04.2024- Date of Bidding			
FPO				
QIP				
		Cumulative number of Issues handled	Cumulative amount raised – Issue size	

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C. ECM transactions (IPO/FPO/QIP) (not withdrawn or pulled PRE OR POST ROADSHOW) handled and completed for BFSI/RE during 01.04.2021 – Date of Bidding

BFSI & RE sector					
Particulars	Year wise	Name of the Issuer - sector	No. of Issues	Amount (₹ crore) – Issue Size	Date of Issue
IPO	01.04.2021- 31.03.2022				
FPO					
QIP					
IPO	01.04.2022- 31.03.2023				
FPO					
QIP					
IPO	01.04.2023- 31.03.2024				
FPO					
QIP					
IPO	01.04.2024 – Date of Bidding				
FPO					
QIP					
			Total number of Issues	Cumulative amount	

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D. Number of ECM transactions (QIP) handled and completed as BRLMs for domestic company (in Domestic and/or international market) (not withdrawn or pulled PRE OR POST ROADSHOW) during 01.04.2021 – Date of Bidding, of size >= ₹3000 Crore each

Year wise	Names	Issues greater than equal to Rs. 3000 crore Amount (₹ crore)	Date of Issue
01.04.2021-31.03.2022	1. 2. 3.		
01.04.2022-31.03.2023			
01.04.2023-31.03.2024			
01.04.2024-Date of Bidding			
Issues greater than equal to Rs. 3000 crore	Total no of Issues....		

Place:

Name:

Date:

Designation:

Signature & Seal of Bidder and/or their Authorised Representative

22. ANNEXURE VIII- SECTOR EXPERTISE

(Letter head of the applicant)

SUB: Your RFP No.01/010/2024-IREDA/ BOOK RUNNING LEAD MANAGERS dated 29-10-2024 corrigendum reference no..dated

1. **Details of the research coverage on IREDA published by the entity (copy to be submitted)**

2. **Research publications by inhouse research analyst - covering NBFCs into Financing of Renewable Energy, Energy Efficiency (EE) projects, RE project developers, into infrastructure financing / BFSI sector (Rated) during 01.04.2021– Date of Bidding**

NBFCs into Financing of Renewable Energy, Energy Efficiency (EE) projects, RE project developers, into infrastructure financing / BFSI sector (Rated)	Name of Analyst	Name of the Research Publication	Date of Publication	Rating

We confirm that the above research publications are related to the analysts presently on role of the company on the date of submission of the bid.

Place:

Name:

Date:

Designation:

Signature & Seal of Bidder and/or their Authorised Representative

23. ANNEXURE IX- TEAM STRENGTH

(Letter head of the applicant)

SUB: Your RFP No.01/010/2024-IREDA/ BOOK RUNNING LEAD MANAGERS dated 29-10-2024 corrigendum reference no..dated

A. Experience of the CORE TEAM (minimum 4 officials with atleast 1 end to end completed ECM transaction) in ECM:

Name	Present designation	Education	Total Relevant employment details –			
			Employer Name	Tenure (years)	Role	ECM Transactions handled end to end
1						
				Total years of experience		
2			Employer Name	Tenure (years)	Role	ECM Transactions handled end to end
				Total years of experience		
Average years of experience = Total no. of Years of experience of the CORE Team/ No. of Officials					

Place:

Name:

Date:

Designation:

Signature & Seal of Bidder and/or their Authorised Representative

24. ANNEXURE X- LOCAL PRESENCE

(Letter head of the applicant)

SUB: Your RFP No.01/010/2024-IREDA/ BOOK RUNNING LEAD MANAGERS dated 29-10-2024 corrigendum reference no..dated

Number of countries where bidder has presence – offices/ branches/ collaborations in India

Name of the location where offices/ branches are in India	Address of the office locations	Documents

A. Quantum of funds mobilized from domestic institutional investors (in domestic market) for Equity Capital Market transaction (not withdrawn or pulled pre or post roadshow) in individual capacity for a domestic Company during 01.04.2021 – Date of Bidding by the respective BRLM

Particulars	Year wise	No. of Issues	Issue Size Amount (Rs. crore)	Amount mobilized by the Bidder from the Domestic Institutional Investor in individual capacity in Domestic Market Amount (Rs. crore)
IPO	01.04.2021			
FPO	-			
QIP	31.03.2022			
IPO	01.04.2022			
FPO	-			
QIP	31.03.2023			
IPO	01.04.2023			
FPO	-			
QIP	31.03.2024			
IPO	01.04.2024 -			
FPO	Date of			
QIP	Bidding			
		Total number of Issues	Cumulative amount of the Issue Size	Cumulative fund mobilized by the bidder in individual capacity

Signature & Seal of Bidder and/or their Authorised Representative

B. Experience of the DEAL Team (minimum 4 officials excluding CORE TEAM) in ECM:

Name	Present designation	Education	Total Relevant employment details			
			Employer Name	Tenure (years)	Role	ECM Transactions handled end to end
1						
				Total years of experience		
2			Employer Name	Tenure (years)	Role	ECM Transactions handled end to end
				Total years of experience		
Average years of experience = Total no. of Years of experience of the DEAL team except Core team/ No. of Officials					

Undertaking

- 1) We agree that all Deal Team members and Core Team Members shall be available during the specified transaction as per the terms of the RFP.
- 2) If during the process, any of the Team member(s) is not available due to resignation etc. another person of the same qualification and experience as mentioned in the bid document would be made available with concurrence of IREDA.
- 3) In case of unavailability of the Team member(s) the details of the other professionals who would provide Backup support are as follows:

Place:

Name:

Date:

Designation:

Signature & Seal of Bidder and/or their Authorised Representative

25. ANNEXURE XI- GLOBAL PRESENCE

(Letter head of the applicant)

SUB: Your RFP No.01/010/2024-IREDA/ BOOK RUNNING LEAD MANAGERS dated 29-10-2024 corrigendum reference no..dated

A. Number of locations where offices/ branches / tie up (collaboration) at international level as on the date of bid submission

Location Name / Country	Self - Address of the Office	Collaboration/ tie up – Name, address, country

B. Quantum of funds mobilized from foreign institutional investors (in foreign market) for Equity Capital Market transaction (not withdrawn or pulled pre or post roadshow) in individual capacity for a domestic Company during 01.04.2021 – Date of Bidding by the respective BRLM

Particulars	Year wise	No. of Issues	Issue Size	Amount mobilized by the Bidder from the Foreign Institutional Investor <u>in individual capacity in International Market</u>
			Amount (Rs. crore)	Amount (Rs. crore)
IPO	01.04.2021			
FPO	-			
QIP	31.03.2022			
IPO	01.04.2022			
FPO	-			
QIP	31.03.2023			
IPO	01.04.2023			
FPO	-			
QIP	31.03.2024			
IPO	01.04.2024- Date of Bidding			
FPO				
QIP				
		Total number of Issues	Cumulative amount of the Issue Size	Cumulative fund mobilized by the bidder in individual capacity

Place:

Name:

Date:

Designation:

Signature & Seal of Bidder and/or their Authorised Representative